

## Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-01  
INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02  
LAB-04 SIL-01 OMB-01 AGRE-00 H-02 /067 W  
-----121114Z 003897 /13

R 112334Z MAR 77

FM AMEMBASSY MEXICO  
TO SECSTATE WASHDC 857  
INFO AMEMBASSY CARACAS  
AMEMBASSY SAN SALVADOR  
AMEMBASSY GUATEMALA  
AMEMBASSY LIMA

UNCLAS MEXICO 3103

PASS EXIMBANK - DAN RENGERS

E.O. 11652: N/A  
TAGS: ECIN, ECEM, MX, EALR  
SUBJ: MEXICAN LEAD IN DEVELOPMENT OF LATIN AMERICAN  
FERTILIZER INDUSTRY

1. SELA'S ACTION COMMITTEE FOR FERTILIZER MANUFACTURING CLOSED ITS CONSTITUTIVE MEETING IN MEXICO CITY ON MARCH 10. MEXICO WAS CHOSEN UNANIMOUSLY AS COMMITTEE HEADQUARTERS AND A MEXICAN, TO BE NAMED WITHIN 30 DAYS, WILL BE EXECUTIVE SECRETARY. THE CONSTITUTIVE ACT WAS SIGNED BY DAVID GUSTAVO GUTIERREZ RUIZ OF MEXICO, ORLANDO ECHEVERRIA PILOTO OF CUBA, NAPOLEON SALAMANCA OF EL SALVADOR, PABLO CAMPOLLO BRACAMONTE OF GUATEMALA, FELIPE DE BUSTAMANTE OF PERU, CESAR SALAZAR CUERVO OF VENEZUELA, AS WELL AS PEDRO CARMONA ESTANGA, SELA'S DIRECTOR OF INDUSTRIAL COOPERATION.

2. MEXICO HAS BEEN ACTIVE IN PAST LATIN AMERICAN EFFORTS TO COORDINATE AND INCREASE FERTILIZER PRODUCTION THROUGH CHAIRMANSHIP IN ADIFAL (ASSOCIATION FOR THE DEVELOPMENT OF UNCLASSIFIED

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LATIN AMERICAN FERTILIZERS). MEXICO'S FERTILIZER PRODUCTION THROUGH PARASTATALS PEMEX AND GUANOMEX HAS INCREASED DRAMATICALLY IN RECENT YEARS. AT SELA MEETING, GUANOMEX DIRECTOR GUTIERREZ RUIZ REITERATED CLAIMS OF AUTO-SUFFICIENCY BY 1979.

3. IN RECENT EMBOFF CONVERSATION WITH CESAR BAPTISTA, NOW ADVISOR IN PEMEX AND FORMERLY ITS PETROCHEMICAL MANAGER FOR

12 YEARS, BAPTISTA UNDERLINED GREAT UNDER-UTILIZATION OF FERTILIZERS THROUGHOUT LATIN AMERICA AND POTENTIAL FOR EXPANSION, SO PEMEX PROJECTS FOR AMMONIA HIGHLY JUSTIFIABLE. PEMEX ANNUAL PRODUCTION CAPACITY WILL BE 2,096,000MT IN 1977 WITH COMPETITION OF THE TWO COSOLEACAQUE PLANTS AND THE SALAMANCA PLANT, AND 3,876,000MT IN 1982 WITH COMPLETION OF 4 OTHER PROJECTS. BAPTISTA ALSO POINTED OUT THAT U.S. AMMONIA PRODUCTION NOW LOWERED BECAUSE OF NATURAL GAS SHORTAGE DUE TO COLD WAVE.

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## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Copy:** SINGLE  
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**Review Markings:**  
Margaret P. Grafeld  
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